



Missouri
Department of Agriculture



**Connecting
Consumers to
Missouri
Farmers**





Missouri Department of Agriculture

"To serve, promote, and protect the agricultural producers, processors and consumers of Missouri's food, fuel and fiber products."

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Message from Director of Agriculture Dr. Jon Hagler

Foreword

Farmers are used to change. They see it come and go, discussing it over their morning coffee in communities across Missouri. Economic struggles and a more competitive marketplace are forcing farmers to look at a different way of farming and a different way of doing business. As I visit with Missouri farmers all across this state, I encourage them to embrace change in the future for agriculture.

Farmers are used to tightening their belts to make ends meet. They understand the struggles of an ever-changing marketplace and still strive to meet the demands of consumers. Farmers know what many do not – without them, our families would not be able to enjoy the dinner at our tables or be able to fuel their vehicles each day.

In Missouri, challenges have forced the agriculture industry to not only look at different ways of doing things, but actually make the changes necessary to succeed and to move forward. It has forced Missouri farmers to think outside the barn.

In 2009, Missouri faced the two largest grain insolvencies in Missouri history and dire circumstances among the dairy, pork and poultry industries. As we look ahead to the months to come, we also realize that there is hope for Missouri farmers. There are unprecedented breakthroughs in genetics, alternative energy and other technological innovations in Missouri agriculture. There are new opportunities for our young people to make a living right here at home in agriculture.

The Department of Agriculture is ready for any challenge that presents itself. With renewed initiatives across the Department's divisions, the focus of promoting and protecting agriculture is stronger than ever. From corn to soybeans, livestock and dogs, to protecting Missouri consumers, Missouri agriculture is changing and looking for new ways to think outside the barn.



Dr. Jon M. Hagler
Director of Agriculture



Missouri Agriculture

2009

at a glance

5	Department of Agriculture Divisions
75	Cases in litigation by the Animal Care Facilities Act
92	Wineries in Missouri
106	Appearances/Presentations by Director of Agriculture Dr. Jon Hagler
111	Legislative contacts
168	Farmers Markets in Missouri
195	Media interviews
290	AgriMissouri members
295	Full-time employees
345	Stop Sales by Weights & Measures Division
3034	Dogs rescued by Operation Bark Alert
83,000	Sheep in Missouri
107,825	Farms in Missouri
135,000	Hits on Department of Agriculture's website
3,000,000	Hogs and pigs in Missouri
4,250,000	Cattle and calves in Missouri
29,026,573	Acres of farm land
300,000,000	Acres of corn planted
535,000,000	Acres of soybeans planted
33,000,000,000	Dollar Value of Agriculture to Missouri's Economy

Missouri Department of Agriculture

History

Missouri has a proud agricultural tradition. In fact, the statue adorning the dome of the State Capitol—often mistaken as Lady Liberty—is that of Ceres, Goddess of Agriculture. The first farms in Missouri were established around 1725 by French settlers in the Ste. Genevieve area. In 1811, an event of great magnitude shook the small farming communities—the New Madrid earthquake (recorded as the worst earthquake in North American history). Devastated villagers petitioned Congress for assistance and were granted land in the “Boone’s Lick” area that runs parallel to the Missouri River. The area proved prosperous, and Missouri agriculture became more productive and diverse. A decade later, in the 1820s, Agricultural Societies for the promotion and exhibition of agricultural products began to appear throughout Missouri’s counties.

By the 1860s, Missouri’s rapidly expanding ag industry needed leadership and assistance. As a result, the precursor organization to the Department of Agriculture was formed in 1865. Known as the Missouri State Board of Agriculture, the 10-member organization is best remembered for its “Farmer’s Institutes.” Similar to the work of the modern-day University Extension, the state board endeavored to reach out and educate farmers and farm families. The state board served in cooperation with the Missouri State Horticultural Society and later helped form the Missouri College of Agriculture. All three organizations worked to educate the agricultural community until the 1933 re-organization.

In 1933, the state board was abolished and a new era of agricultural leadership began in Missouri. The State Department of Agriculture was formed, with responsibility for regulatory functions, while the College of Agriculture was given primary responsibility for research and education.

Today, the Department of Agriculture sets ag policy and provides assistance to farmers throughout the state. While the department maintains its regulatory functions, its expanded duties include consumer protection, public health roles, environmental advocacy, agricultural marketing and promoting new technology and uses for Missouri’s agricultural goods.

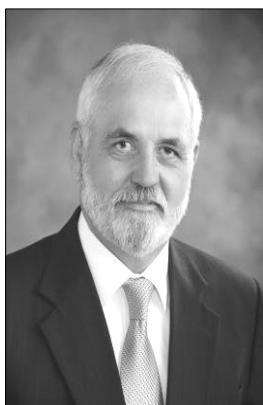


Missouri Department of Agriculture



Dr. Jon Hagler

Director of
Agriculture



Dennis Baird

Deputy Director



Rachel Mobley

Legislative Liaison



Michael Warrick

General Counsel



Misti Preston

Director of Strategic
Communications



Courtney Moreno

Human
Resources
Manager



Robin Perso

Director of
Budget
& Planning



Alan Clements

Fiscal
Manager



Ron Hayes

Director, Weights
& Measures
Division



Judy Grundler

Director, Plant
Industries
Division



Steve Allison

Director, Ag
Business
Development



Loyd Wilson
Director, Grain
Inspection
& Warehousing
Division



Taylor Woods
State Veterinarian
Director, Animal
Health Division



Gene Wiseman
Executive
Director,
State Milk Board



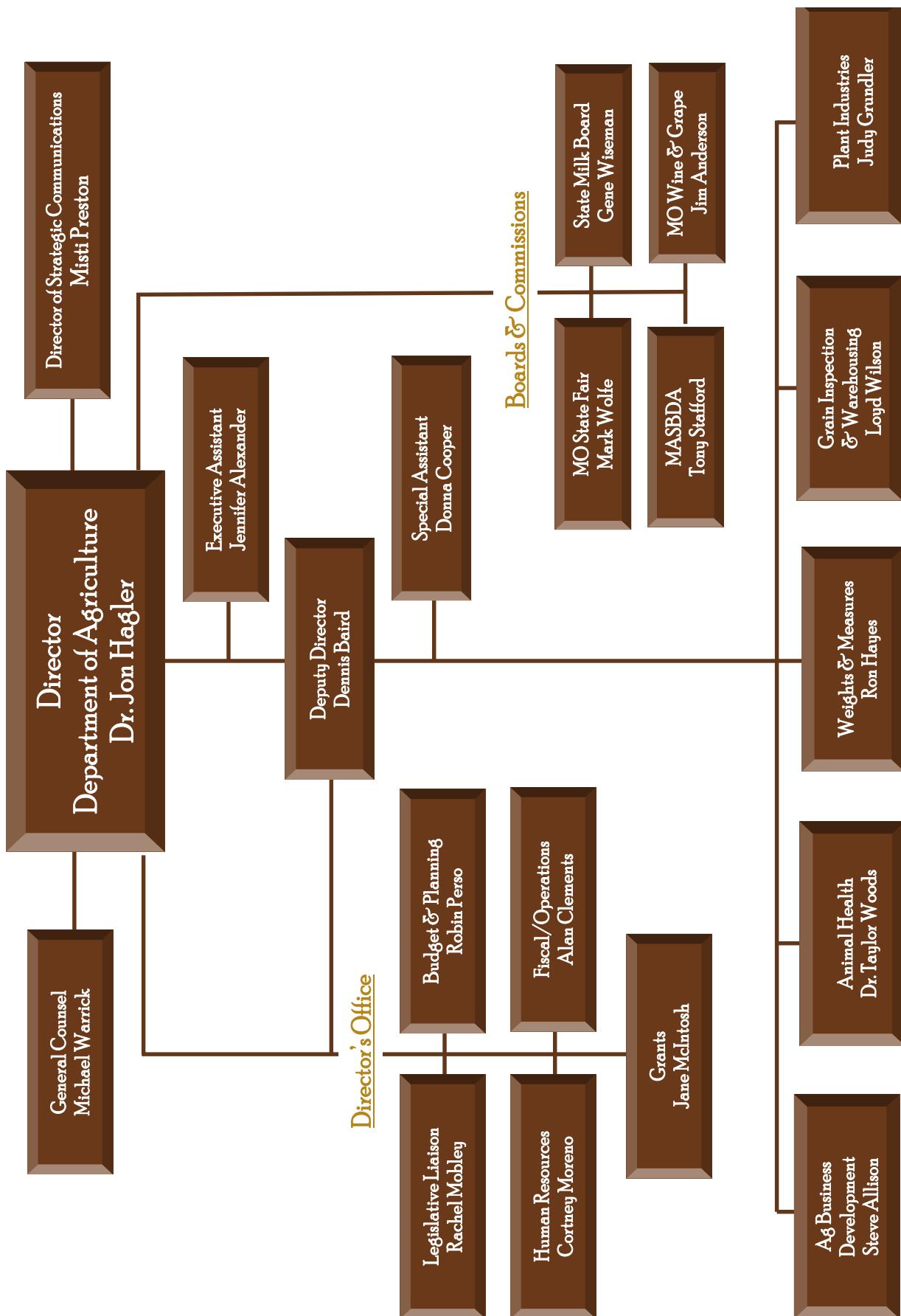
Tony Stafford
Executive
Director,
MASBDA



Jim Anderson
Executive
Director
Missouri Wine &
Grape Board



Mark Wolfe
Director,
Missouri State
Fair



Missouri Department of Agriculture

Special Events with Governor Jay Nixon

Tractor Parade Bill Signing

In May 2009, Governor Jay Nixon joined by Missouri farmers, the Missouri Department of Agriculture and the Missouri State Highway Patrol

signed a bill legalizing tractor parades on Missouri highways. The bill allows tractors to be driven on Missouri roadways in parades by licensed drivers during daylight hours for fund-raising events.

Visit with U.S. Secretary of Agriculture Tom Vilsack

Governor Jay Nixon and Director of Agriculture Dr. Jon Hagler visited Secretary Vilsack in Washington D.C. to discuss the future of agriculture in Missouri and how to move the industry forward.

Ribbon Cutting at the New Madrid Port Authority

Governor Jay Nixon and Director of Agriculture Dr. Jon Hagler attended a ribbon cutting ceremony for the Crop Production Services at the Missouri Port Authority. This new dry/liquid fertilizer warehouse brings 10 new jobs to Missouri.

Operation Bark Alert Press Conference

St. Louis, Missouri

As a crackdown on unlicensed breeders in Missouri, Governor Jay Nixon and Dr. Jon Hagler launched Operation Bark Alert at a humane organization in St. Louis. (April 9, 2009). Although Missouri is only one of a handful of states with a dog regulatory program and one of the most successful, the Department of Agriculture still recognizes the need for a crackdown on illegal, unlicensed breeders across the state. In a few short months, Operation Bark Alert has rescued over 3000 dogs and witnessed 150 less breeders in Missouri.



Community Gardens and Local Foods

Community gardens and local foods initiatives are becoming even more popular among Missourians interested in knowing where their food comes from. Missouri's 168 farmers' markets continue to provide us with local foods in our communities.



In the Spring of 2009, the Missouri Department of Agriculture, for the first time ever, planted a community garden on Missouri Boulevard in Jefferson City. In July, First Lady Georganne Wheeler Nixon hosted a ribbon cutting ceremony for the Growing Together Garden. In addition, on behalf of Governor Jay Nixon, First Lady Nixon proclaimed July as *Local Foods Month* in Missouri.



Livestock & Farm Protection Task Force Press Conference—Missouri State Fair

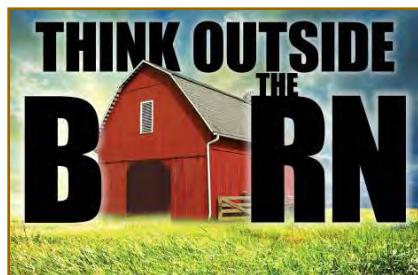
At the 2009 Missouri State Fair, Governor Jay Nixon announced the newly formed Livestock &

Farm Protection Task Force to help Missouri farm families affected by cattle and farm equipment theft. The Task Force continues to work together providing education and training for both farmers and law enforcement and developing rural outreach to Missouri farm families. Since 2006, the Missouri State Highway Patrol has recovered over \$2 million in stolen agriculture property and investigated over 1350 leads.

Missouri Governor's Conference on Agriculture

Missouri Governor Jay Nixon joined Missouri farmers and farm families, leaders in agribusiness in Missouri and

across the U.S. and agriculture industry leaders to further discuss the future of Missouri agriculture. A critically important dialogue was delivered by national speakers discussing timely topics such as animal welfare, animal ID, grain regulation, the future of bioscience, food security and policy, just to name a few.



Missouri State Fair

During August 13-23, Governor Jay Nixon and First Lady Georganne Wheeler Nixon visited the Missouri State Fair on three separate occasions highlighting the many events at the state's yearly agriculture showcase.

Opening Day crowds exceeded 55,000 and the Governor's Ham Breakfast brought large crowds eager to hear Governor Nixon's agricultural message.



EVENTS AT MISSOURI STATE FAIR

Missouri State Fair Kick Off Press Conference
August 11

Opening Day Ceremony
August 13

Legislative Reception
August 19

Governor's Ham Breakfast
August 20

Tour of the Missouri State Fair
August 20

Livestock and Farm Protection Task Force Press Conference
August 20

Missouri Department of Agriculture

Initiatives in 2009



Agriculture has long been the lynchpin of the state's economy and continues to support the many hard-working farm families across Missouri. With nearly 108,000 farms, the future of agriculture relies on the ability to grasp new technology and a renewed commitment to innovations. The Missouri Department of Agriculture succeeded in 2009 with key projects focused on moving agriculture forward.

Livestock & Farm Protection Task Force

At the 2009 Missouri State Fair, Governor Jay Nixon announced the newly formed Livestock & Farm Protection Task Force to help Missouri farm families affected by cattle and farm equipment theft. Missouri Director of Agriculture Dr. Jon Hagler leads this effort with meetings each month to further discuss theft across the state. Joining in the important conversation has been the Missouri Department of Agriculture, Missouri State Highway Patrol, Missouri Sheriff's Association, Missouri Cattlemen's Association, Missouri Pork Association, Livestock Marketing Association, University of Missouri and the Missouri Banker's Association. The Livestock & Farm Protection Task Force continues to work together as an awareness campaign, providing education and training opportunities for both farmers and law enforcement and developing rural outreach to Missouri's farm families.

Growing Together Garden

In an effort to promote local foods and community gardens, the Department of Agriculture planted a garden in front of the Department of Agriculture Building on Missouri Boulevard in Jefferson City. This employee-maintained garden became an important initiative to remind consumers where their food comes from—Missouri farmers. Donated produce went to local food banks to help families in need in mid-Missouri. In July 2009, First Lady Georganne Wheeler Nixon joined Director of Agriculture Dr. Jon Hagler in a ribbon cutting ceremony for the garden and proclaimed July as *Local Foods Month* in Missouri.

Operation Bark Alert

Operation Bark Alert was launched in 2009 as a crackdown on unlicensed breeders in Missouri. In its first year, the initiative rescued over 3000 dogs from deplorable conditions and saw nearly 150 less breeders in Missouri. In addition, this successful effort has identified more than 200 unlicensed breeders and continues to put these unscrupulous actors out of business for good. The Department of Agriculture understands the need to focus limited resources where they can do the most good - and that is cracking down on the illegal breeders that are putting legitimate, licensed breeders at a competitive disadvantage and the health and welfare of animals at risk.

Ballot Initiative—HSUS

Late in 2009, the Humane Society of the United States proposed a ballot initiative, the *Puppy Mill Cruelty Prevention Act*. Although the Department of Agriculture cannot officially get involved in the ballot initiative, the Department is taking a lead role in educating the public about issues concerning agriculture, especially those things that agriculture does well, which includes stewardship of animals. The Department of Agriculture stands behind Missouri producers and will continue to educate consumers on the good stewardship practices that farmers use.

Missouri State Fair

With cooler than normal temperatures and a renewed commitment to provide affordable family fun for all, the 2009 Missouri State Fair attendance boasted an eight percent increase over the previous year. The total number of attendance exceeded 337,850 people entering the gates for the state's premier agriculture showcase. Entry numbers for livestock and competitive showcases were also higher with a total of 30,350 with increases in the categories of agriculture, beef cattle, goats, poultry, swine and sheep.

Rural Broadband

The Department of Agriculture took an early and active role in planning Missouri's application for rural broadband funding provided by the Recovery Act. Access to reliable, affordable high speed internet is a necessary tool for businesses today including farmers and agribusinesses. In 2009, the Department of Agriculture met with several internet providers and experts to understand the current infrastructure and need in rural Missouri. Funding for a robust rural broadband network is being considered.



Department of Agriculture Web Redesign

Bringing the Department of Agriculture into the 21st century, a full website redesign was completed in June 2009 focusing on the Missouri producer and adding a new important component—the consumer. In 2009, the Department of Agriculture site had nearly 423,000 page views directing visitors to programs, rules and regulations, directories, financial assistance and more.

The Missouri Department of Agriculture is now connecting farmers to consumers through the web.

The Department of Agriculture continues to seek new opportunities to connect farmers and consumers through interactive GPS coordinate maps guiding visitors to a farmers' market in their area and providing tools to help pesticide sprayers locate sensitive crops across the state. These new interactive web-based programs are leading the way in state government and providing information often sought by consumers.



Meat the Need

In September 2009, Director of Agriculture Dr. Jon Hagler joined other leading agriculture officials across the U.S. in proposing a new national rescue plan called “Meat the Need” to help the nation’s dairy, pork and poultry industries that were adversely affected by economic downturns. “Meat the Need” called for the federal government to purchase dairy, pork and poultry products in up to three installments or until a target price was met. The proposal suggested that the purchases could then be distributed to food banks across the U.S., put in to school lunch programs and for foreign military food assistance programs and provide for the SNAP-PLUS program to help provide for low-income families.

Promoting Local Foods and Missouri Farmers’ Markets

As the number of Missouri farmers’ markets continues to grow in communities across the state, the Department of Agriculture continues to connect farmers with consumers. By assisting producers and farmers’ market masters and establishing relationships with local municipalities, many more are understanding the value in promoting agriculture to the consumer.

In 2007, there were 131 farmers’ markets located across the state. Today, Missouri has 168 farmers’ markets in large and small communities bringing fresh, local foods to their communities.

With the support of 16 of Missouri’s agricultural commodity organizations, the federal government heard the call and reacted by purchasing \$82.6 million worth of pork and other products for federal food nutrition assistance programs. The pork purchase helped farmers greatly reduce their sow herd in a market where production costs continue to exceed market value. Additionally, U.S. Secretary of Agriculture Tom Vilsack, in December 2009, announced the implementation of the new Dairy Economic Assistance Payment (DELAP) Program where producers will receive a one-time payment based on the amount of milk produced and commercially marketed during the months of February and July 2009.

The Missouri Department of Agriculture also did its part through the Missouri Agricultural and Small Business Development Authority (MASBDA). The Board, at the request of Director Hagler, proposed an emergency rule in 2009 to change the Single Purpose Animal Loan Guarantee Program to help extend credit to Missouri farmers.

Thank A Farmer Day

In November 2009, Director of Agriculture Dr. Jon Hagler joined several of Missouri’s commodity organizations at Forck Farms in Jefferson City to recognize the thousands of Missouri farmers for their hard work and commitment to providing consumers with the highest quality, most affordable food in the world.

On behalf of Governor Jay Nixon, Dr. Hagler proclaimed November 25 as *Thank A Farmer Day* in Missouri.

Agriculture & Energy

The Department of Agriculture has an active, ongoing role in the development and perpetuation of biomass and other agricultural wastes and residues as a source of both green energy for our state and revenue for our farmers. The Department of Agriculture has met with businesses, producers, organizations and cities and schools across Missouri to share information on the expansion of renewable energy.

Additionally, the Missouri Agricultural and Small Business Development Authority has funded numerous Value-Added grants to applicants for alternative energy projects using agricultural waste residues and crops. These projects include pellet ag wastes, alternative biomass crops for energy, wind energy produced on farms, expansion of existing facilities and wood energy seedstock.

Missouri Agriculture's Youth Involvement

The Department of Agriculture is committed to ensuring Missouri youth are provided the opportunity to explore career options and receive training and funding to assist in enhancing the future of Missouri agriculture. In 2009, the Department provided \$12,000 to Missouri 4-H clubs and FFA Chapters as a part of Building Our American Communities competitive grant program that teaches leadership and initiative and also enhances rural communities.

In March 2009, the Department held the annual Youth Livestock Grading and Judging Contest and Workshop at the University of Missouri, where a total of 637 FFA and 4-H youth and adults participated in this competitive and educational opportunity.

In June, 30 high school sophomores participated in the week long Missouri Agribusiness Academy in St. Louis meeting with agribusinesses, government officials and farmers to learn more about their futures in agriculture.

Friends of Missouri Agriculture Golf Classic

Partnering with Missouri's agribusinesses, the 2009 Friends of Missouri Agriculture Golf Classic tournament drew over 50 golfers and raised \$6,000 for the Missouri State Fair Youth in Agriculture Scholarship Fund.



2010 Missouri Governor's Conference on Agriculture

Although the date of the Missouri Governor's Conference on Agriculture was set for January 2010, much of 2009 was spent preparing for this exciting event. Governor Jay Nixon joined Missouri farmers and their families, agribusinesses, commodity organizations and national and international business leaders to bring together a thought-provoking and informative event moving Missouri agriculture forward.

Unlike any other Missouri agricultural event in recent history, the 2010 Governor's Conference on Agriculture hosted 27 state, national and international speakers on topics important to agriculture. Discussions on animal welfare, animal ID, the future of bioscience, food security and policy, agritourism and renewable energy created conversation among all groups ready to continue to build on the future and **Think Outside the Barn**.

Missouri Department of Agriculture

Internal Projects in 2009

Investing in Ourselves is Investing in the Future

The Department of Agriculture overhauled and updated its internal policies focused around improving employee development, training, activities and resources.

Individual Performance Measures—The Department of Agriculture established improved performance measures working towards breaking down program performance to an individual level while also merging with the current state Perform evaluation system. This new internal system will ensure that not only Department managers evaluate employees on a fair, consistent basis, but they are also offering guidance and assistance to their employees.

Training Initiatives—Offering training opportunities to employees has become a top priority of the Department of Agriculture. The Department has taken measures to budget for future training opportunities. In 2009, numerous training courses were offered:

- **Sexual Harassment, Hostile Work Environment, Retaliation & Diversity**—June-August 2009—245 employees trained with an 85% completion rate.
- **Employee Discrimination, EEOC, Supervisor Readiness Training**—September 2009—70 Department of Agriculture supervisors trained (100% completion rate.)
- **CPR Certification Class/Defibrillator Training**—25 Department of Agriculture employees completed this training in November 2009.
- **Management Training**—all new managers and supervisors are now required to complete the Management Training Rule (40 hours) within the first year of employment in management. After their first year, at least 16 hours of training must be completed.

Employee-Focused Programs—The Department of Agriculture has developed several initiatives focused on building employee recognition, developing team building skills and providing extra-curricular activities for employees to build relationships with one another across divisions as well as develop social skills.

- **Employee-of-the-Quarter Program**—Department of Agriculture employees are now recognized for enhanced performance and leadership in various categories including Effective Leadership and Innovation and Creativity. Employees are nominated by co-workers and an assembled committee makes the final determination on deserved recognition.

- **Growing Together Garden**—In 2009, the Department of Agriculture employees, led by Director of Agriculture Dr. Jon Hagler and the Agriculture Business Development Division, planted a garden outside of the Department’s building on Missouri Boulevard. Throughout the growing season, this activity not only brought team building skills to employees but also greatly improved the aesthetics of the grounds. Employees then had the opportunity to give back to their community through the donation of the produce to a local food bank.
- **Take Your Dog to Work Day**—In lieu of National Take Your Dog to Work Day, Department of Agriculture employees participated by bringing their dogs to work for a day. Over 30 Department employees participated while donating money to the Pet Spay & Neuter Fund. In addition, the Department of Agriculture awarded \$20,000 in Pet Spay & Neuter Fund grants to rescues and shelters across Missouri.
- **Extracurricular Activities**—Planned dinner outings and a trip to the St. Louis Cardinals proved increased team building and created social opportunities for employees to get to know one another better.

New Policies

Several steps were taken in 2009 to ensure that the policies associated with the Department of Agriculture reflect the Department’s commitment to professionalism, success and working with individuals in every corner of the state to move agriculture forward. In 2009, all 48 policies were reviewed, 28 were updated to reflect the new vision of the Department and 12 were eliminated due to redundancy of existing state policies. A sample of policy changes are reflected below:

- **Professional Dress/Uniform Code**—An extensive change was made to the dress code across the Department of Agriculture in the interest of professionalism, particularly for employees working in the field. Jeans were eliminated and replaced by khaki pants and official Department of Agriculture uniformed shirts with logo were issued to ensure the Department is well represented and the public can readily identify Department employees.
- **Diversification in the Workplace**—Two policies were updated reflecting diversity and a commitment to excellence. The Department recognized its responsibility to comply with MBE/WBE and updated the vendor listing for purchasing to include at least 5 percent women business enterprises and 10 percent minority business enterprises. However, goals are much higher. The Affirmative Action Policy intended to recruit, hire and maintain a diverse workforce and ensure minority groups, women and protected groups become even more equitably represented at all Department levels.
- **Tuition Reimbursement/Training Policy**—Employees are now encouraged to complete continuing education by attending training, seminars, conferences, workshops and enrolling in graduate and undergraduate colleges and universities.

Missouri Department of Agriculture

Awards & Achievements

The Department of Agriculture is blessed with employees dedicated to their respective divisions and most importantly, agriculture. In 2009, many Department of Agriculture employees were recognized for their commitment.

Office of Director

Dr. Jon Hagler, Director of Agriculture—Appointed *Vice-Chair of Biotechnology Task Force* with the National Association of State Departments of Agriculture, *Secretary of the Midwest Association of State Departments of Agriculture*; *“Meat the Need” Task Force*.

Animal Health

Rose Foster—Received the *U.S. Department of Agriculture Certificate of Appreciation* for contributions to the National Poultry Improvement Plan

Grain Inspection & Warehousing

Loyd Wilson, Division Director—Received the *Honorary American Farmer’s Award* at the National FFA Convention; Elected in 2009 to serve a two-year term (beginning January 2010) on the *Board of Directors of The Agribusiness Council of Kansas City*

Larry Kitchen—Named *President of the American Association of Grain Inspection & Weighting Agencies*

Ken Henderson—Named *Secretary of the Association of Grain Regulatory Officials*

Plant Industries

Judy Grundler, Division Director—Recognized for [four years of] service on the Administrative Council of North Central Region Sustainable Agriculture Research & Education

Jimmy Williams—Selected for *Capitol Fellowship* by the Harry S. Truman School of Public Affairs, *Award for Outstanding Service* in the Missouri Mentoring Initiative

Weights & Measures

Ron Hayes, Division Director—*Eyes on Biodiesel* by the National Biodiesel Board, *Award of Excellence* by ASTM International Committee D02 on Petroleum Products and Lubricants by Subcommittee A on Gasoline and Oxygenated Fuels, *Award of Excellence* by ASTM International Committee D02 on Petroleum Products and Lubricants by Subcommittee 04 on Hydrocarbon Analysis

Missouri Agricultural and Small Business Development Authority

Tony Stafford, Executive Director—Elected *Treasurer of the National Council of State Agricultural Finance Programs*

Marla Young—Received *Honorary American Farmer’s Award* at National FFA Convention



State Milk Board

Gene Wiseman, *Executive Director—FDA Dairy Farm Inspection Certification*, Appointed to Other Species Committee of National Conference on Interstate Milk Shipments

Larry Bassham—*FDA Dairy Farm Inspection Certification*

Rachel Bax—*Emergency Management Agency Certification (Expanding and Complex Incidents)*, President of the Department of Agriculture's Activities & Recreation Committee

Steve Beerman—*FDA Dairy Farm Inspection Certification*

Don Falls—*FDA Milk Surveillance Officer Certification*, Appointed to Council II of National Conference on Interstate Milk Shipments, Appointed to Aseptic Pilot Program Implementation Committee for National Conference on Interstate Milk Shipments

Jerry Jack—*FDA Dairy Farm Inspection Certification*

James McKay—*FDA Dairy Farm Inspection Certification*

Roger Neill—*FDA Milk Pasteurization Controls Certification, FDA Milk Plant Sanitation & Inspection Certification, FDA Dairy Farm Inspection Certification*

Missouri Wine & Grape Board

The Press Club of Metropolitan St. Louis awarded the Missouri Wine and Grape Board *The President's Above and Beyond Award* for 2009

Jim Anderson—*Executive Director, 2009 Wine America Leadership Award*

Missouri State Fair

2009 International Association of Fairs & Festivals Agricultural Awards

FIRST PLACE WINS

- Overall Program for Competitive Exhibitors (highest honor)
- Fair & Sponsor Joint Exhibit Program—longtime sponsor Monsanto and the 1st annual Show-Me Robots
- Video for a Special or Unique Event for Exhibitors & Fairgoing Public—highlighted the Missouri 4-H Show-Me Robots.

SECOND PLACE WINS

- Overall Program for Commercial Agricultural Exhibitors—for new Rural Lifestyles Showcase introduced in 2009.
- Green Program—for its 2009 recycling efforts of over 18,000 pounds of recyclables collected.
- Printed Material Developed & Produced by a Fair to Promote Agriculture—Rural Lifestyles Showcase brochure
- Agriculture Photo Series—five-photo series featuring family of four boys showing swine.

THIRD PLACE WINS

- What was Newly Established or Developed at Your Fair to Promote Agriculture—Rural Lifestyles Showcase
- Agricultural Photo—toddler pulling the rope harness on a cow

Missouri Department of Agriculture

Ag Business Development



Areas of specialization include:

Capitalization
Business Planning
Marketing
Industry Development
Product & Brand Development

Staff work with key players at universities, organizations and associations, private sector partners and federal and state agencies to grow Missouri agriculture.



The Department of Agriculture's Agriculture Business Development Division works day in and day out to create opportunities for success for Missouri farmers and agribusinesses by connecting them to consumers. Division staff work to facilitate growth by providing Missouri agricultural operations with business counseling and training on a sector-by-sector basis.

Missouri Farmers' Markets—Interest and demand for local foods increases across the state and U.S. Consumers are more than ever vested in where their food comes from so they can provide local, safe foods for their families. Assisting producers and market masters at farmers' markets with establishing relationships in communities has become valuable in promoting agriculture. Many farmers' markets are located in communities across Missouri that do not realize the value of what farmers' markets can bring to their communities and families.

Communities in Missouri are challenged with meeting the local food demand—most evident in the St. Louis area. City zoning restricting agricultural production for market on vacant land, lack of distribution from areas with production capacity to areas with higher demand and the need to identify, develop and support additional local food producers are some of the challenges being addressed by the Department of Agriculture.

Missouri Branded Beef Initiative—The Missouri Branded Beef Initiative has been broadened to better serve a larger, more inclusive number of Missouri beef producers and consumers. Technology advancements in web development are currently being structured linking consumers to beef producers. With a stronger campaign on brand development, the Department of Agriculture is working with Missouri Legacy Beef, Circle A, Show-Me Beef, Sydenstricker Angus, Missouri

*farmers' markets ~ local foods ~ market news ~ business development ~
international marketing ~ community gardens*

Cattlemen's Association, Missouri Beef Industry Council, Livestock Marketing Association, Kingsville Livestock and Vienna-South Central Regional Stockyards to develop a strong image for one of Missouri's finest products—beef.

Specialty Crop Grants—In 2009, the Department of Agriculture awarded \$241,998 to 13 agricultural projects through the Specialty Crop Block Grant funds. In 2008, the Department of Agriculture awarded only \$90,000 to outside projects. Through a record number of grants, the Department helped certified organic producers recover some of their certification costs.



International Marketing—The Department of Agriculture works internationally to promote Missouri's agricultural projects. In the past year, Missouri hosted international buyers from Taiwan, India, China, Russia and South Korea promoting the purchase of grain, poultry meat, pet food and pet products, lumber, rice, purebred beef genetics, food ingredients, dried distiller grains and more. In addition, the Department had the opportunity to travel to Russia to visit with government officials and producers regarding livestock production and genetics. Consul General Babich of the Russian Consulate General in Houston, TX visited the Department and expressed a willingness to partner with the Department regarding agriculture opportunities in Russia.

In 2009, the Department of Agriculture and the Missouri Department of Economic Development strengthened their relationships through increased cooperation to effectively and efficiently utilize Missouri's export resources and investments.

Also in 2009, the Department of Agriculture accepted a unique opportunity to house a non-paid South Korean businessman in Missouri's South Korean Trade Office. Mr. Jong Yul Ha, a recent graduate of UMC Global Leadership and a former executive to Kraft Korea and Pillsbury Korea, has been a great resource for Department of Agriculture staff and Missouri food companies.

Transportation—To increase market opportunities and competitiveness, the Department of Agriculture continues to play an active role in rail, river, air and freight transportation initiatives. Partnering with the Missouri Department of Economic Development, the Missouri Department of Transportation and city officials, these initiatives include a rail container loading facility in Columbia, a Mississippi River container loading facility and the Midwest China Hub's efforts to attract Chinese air cargo to St. Louis.

Missouri Department of Agriculture

Animal Health

The Department of Agriculture's Animal Health Division, under the direction of the state veterinarian, promotes and protects Missouri's diverse and dynamic livestock industry. The assistance and oversight by the division ensures greater market access for livestock and companion animals.

Through laws and programs, the division is designed to control and eradicate livestock disease and to maintain and enhance the integrity of the state's animal industries. The Animal Health Division operates two diagnostic laboratories in Jefferson City and Springfield.

Livestock Diseases

Missouri's progress in national disease control and eradication is due to the cooperative efforts of livestock producers, markets, practicing veterinarians and other state agencies. Missouri has achieved bovine Tuberculosis and Brucellosis Free status, swine Pseudorabies state V status and avian Pullorum-Typhoid Clean status.

Piroplasmosis—In June 2009, the Department of Agriculture was notified of a piroplasmosis-positive horse that led to seven additional positives and the quarantine of a equine center in Raytown, MO. Two horses were illegally stolen from the property. The remaining horses were euthanized with owner's consent.

Chronic Waste Disease—Missouri continues to monitor the captive cervid herds resulting in 628 tested in 2009. In March 2010, the Missouri Department of Conservation will relinquish CWD monitoring of whitetail to the Department of Agriculture.

Feral Swine—The Governor's Task Force on Feral Hogs meets on a regular basis to consolidate resources to eliminate feral swine from Missouri. Feral swine continue to threaten the disease-free status of Missouri—which would financially devastate Missouri producers.

Poultry—In addition to a robust avian influenza testing program, flocks in Missouri are tested for Mycoplasmosis and Group D Salmonellosis.



agri-security ~ disease control ~ meat inspection ~ animal care ~ diagnostic ~ cattle ~ swine ~ health certificates ~ inspections ~ veterinary medicine ~ poultry

H1N1 Virus

In 2009, the unfortunate misnaming of a human illness by world media sources significantly contributed to the reduction in the price of swine. With swine farmers receiving \$20-\$25 per head less than before the event, farmers across Missouri and the U.S. had fears of losing their farms. In 2009, some were able to weather the storm while others were forced to close their gates for business. Through efforts like "Meat the Need" and other financial loan programs, the Department of Agriculture continues to look at measures to assist farmers.

Agri-Security—Missouri is one the nation's most diverse agricultural states. In any given week, 50,000 head of livestock can move in and out Missouri's borders from 20 plus states. Continued efforts by the Department of Agriculture are designed to help producers better understand the necessary agri-security measures in the event of an emergency. In 2009, the Department of Agriculture held 47 training sessions teaching producers about measures they can take to prevent or react to agri-security issues in Missouri and beyond.

Large Animal Veterinary Student Loan Program—The Veterinary Student Loan Program was established to encourage students that have been accepted in to the University of Missouri's College of Veterinary Medicine to become large animal veterinarians. The Department of Agriculture provided six \$20,000 scholarships, in 2009, to Missouri college students to help them achieve their goals and help Missouri maintain large animal vets in various regions across the state.



Missouri Department of Agriculture

Grain Inspection & Warehousing



Missouri's Grain Inspection and Warehousing is comprised of two programs that administer the Missouri Grain Warehouse Law, the Missouri Grain Dealer Law and the United States Grain Standards Act. These laws promote and protect commerce in the interest of grain producers, merchandisers, warehousemen, processors and consumers. They also promote a uniform official inspection system for the orderly marketing of grain. In addition, this division collects and disburses funds for nine commodity merchandising programs.

Grain Insolvencies

In 2009, Missouri farmers were faced with the two largest grain insolvency cases in state history, Martinsburg and Gallatin, totaling over \$30 million owed to farmers across the state. The past 22 year's of grain insolvencies (since the program began in 1987) totaled together until this year barely exceeded \$3 million. Helping as many farmers a possible, the Department of Agriculture's Grain Inspection and Warehousing staff logged over 1500 hours in a few short months gathering information from farmers, investigating and auditing and trying to retain as many assets as possible.

Farmers are the economic engines of our rural communities. When they are negatively impacted by an insolvency, it sends ripple effects throughout the entire region. Depending on the amount of losses, insolvencies can cause hardship on many other small businesses and tax base of rural Missouri.

In both grain insolvency cases, the grain business operators were arrested on fraud charges. The Department of Agriculture continues to work with local, state and federal authorities to recover assets for Missouri farmers.

"Farmers in Northeast Missouri have been severely impacted by the situation that has occurred in Audrain County. The Department of Agriculture's grain auditors and staff have worked with farmers to hear their concerns and fully document their claims. Our main priority right now is to do everything we can to assist those that have been affected."

— Director of Agriculture Dr. Jon Hagler on grain insolvency in Audrain County

commodity ~ grain ~ inspection ~ weighing ~ corn ~ audit ~ merchandising ~ elevators ~ check-off ~ distribution ~ dealers ~ buyers ~ soybean ~ hauling

Grain Inspection Services Program

The Grain Inspection Services Program is the U.S. Department of Agriculture's designated official grain inspection and weighing authority in Missouri. In 2009, the program provided 378,192 official grain inspections.

The program provides official inspection services in accordance with the U.S. Grain Standards Act for those requesting services within the geographic boundaries of Missouri.

Commodity Merchandising Administration Program

Missouri's Commodity Merchandising Administration Program currently provides a monthly check off collection, refund and distribution to Missouri's nine merchandising programs. In 2009, the program collected and distributed over \$14 million.

Missouri's Commodity Merchandising Programs

Beef Industry Council

Soybean Merchandising Council

Corn Merchandising Council

Rice Research & Merchandising Council

Sheep Merchandising Council

Apple Merchandising Council

Peach Merchandising Council

Wine Research & Marketing Council



Missouri Department of Agriculture

Plant Industries

The Plant Industries Division is comprised of four Bureaus, which together administer state and federal laws that facilitate agricultural production through consumer and environmental protection for Missouri producers and citizens.

Emerald Ash Borer

Emerald ash borer (EAB) was discovered in Wayne County in July 2008 and work continued throughout 2009 in response to this pest. A multi-agency team, co-chaired by the Department of Agriculture's state entomologist, continues to respond to this find. A significant new outreach effort, targeting the training of the public to identify EAB and prepare municipalities for finding it in their cities, will launch soon.



Sudden Oak Death

Significant trace forward work for sudden oak death (also known as *Phytophthora ramorum*) was completed in the summer of 2009 after plants were shipped to Missouri from infested nurseries in the states of Oregon and Washington. All samples were found to be negative.

Treated Timber Program

The Forest Resources Program licenses all treated timber producers and dealers doing business within the state of Missouri and samples their products to ensure compliance with established standards for the wood's intended use. During 2009, over 200 inspections were conducted at sites where this wood is either treated or sold.

Gypsy Moth Survey

Gypsy moth was first introduced into the northeastern United States over 100 years ago and although it feeds on many types of trees, oak is its preferred host and is the reason it is such a threat to Missouri. It is estimated that there is over 12 million acres of oak forest in Missouri. In 2009, operating without state general revenue and with the assistance of the Missouri Department of Conservation and USDA-APHIS-PPQ, the cooperative effort placed nearly 10,000 traps in 67 Missouri counties and captured 22 adult moths.

animal feeds ~ seeds ~ certifications ~ interstate and international shipment ~ plant pest protection ~ grades ~ standards ~ fresh fruits and vegetables ~ pesticides ~ inspection

Feed and Seed Program

The Bureau of Feed and Seed regulates the feed and seed industries providing food safety and consumer protection. Annually, the Bureau issues over 1800 licenses, completes 1400 feed inspections, samples 5,000 feeds, tests and reports results of 54,410 analyses, label reviews, labeling assistance, regulatory enforcements and issuance of Withdrawal from Distribution Orders, follow-up investigations, sample surveys on corn (aflatoxin and crude protein), issuance of Excellence in Compliance Awards and immediate follow-up on customer complaints. Approximately 984 seed inspections are performed annually with over 3,000 seed samples being tested for germination and purity. Over 3,500 Missouri Seed Permits are issued each year.

Missouri Pesticide Program

The Missouri Pesticide Program is responsible for regulating the distribution, sale and use of all pesticides in the state of Missouri. During fiscal year 2009, the program performed 8,155 pesticide inspections and investigations, maintained the 31,346 licensed pesticide applicator database and proctored 3,400 pesticide examinations to over 1,800 participants.



Thousand Cankers Disease of Black Walnut National Conference

The first Thousand Cankers Disease (TCD) of Black Walnut National Conference was held in St. Louis in November 2009. Hosted by the Missouri Department of Agriculture, Plant Pest Control Bureau and the Missouri Department of Conservation, the event was attended by over 145 participants from 24 states and Washington, D.C. As a result of the conference, a national task force is being developed and several state and federal agencies are working together on a unified response for survey, outreach, regulatory and research efforts. The Missouri Department of Conservation estimates that TCD would have over an \$850 million dollar negative impact on Missouri over a 20 year period if introduced into the state.

Integrated Pest Management (IPM)

Two Environmental Protection Agency grants have been awarded to the Department of Agriculture to promote IPM in Missouri Schools. Outcomes from the initial grant included an *IPM in Missouri Schools* DVD and an adoption of an IPM policy by the Missouri School Board Association. The second grant implemented a demonstration pilot project at a rural school targeting the reduction of the routine use of pesticides by using pest prevention strategies and monitoring.

Missouri Department of Agriculture

Weights & Measures

As the chief consumer protection agency in the state, the Weights and Measures Division maintains surveillance of commercial weighing and measuring devices including fuel quality. The Division promotes uniformity in laws, regulations and standards to achieve equity between buyers and sellers. Sales of products and services impacted by weights and measure laws represent over 50 percent of U.S. gross national product totaling over \$4.5 trillion.



Device and Commodity Inspection Program

This inspection program provides effective and consistent enforcement of weights and measure laws and regulations. The program is also responsible for enforcing packaging and labeling of commodities and price verifications. Although this program has received substantial cuts in recent years, it continues to generate \$390,000 in fees.

In 2009, the Department of Agriculture was notified by a consumer with a concern regarding net contents of propane exchange cylinders. Ensuing investigations into this matter revealed there were cylinder exchange locations where the advertised prices were misleading to consumers. A concentrated enforcement effort was made to bring locations into compliance. A recent follow-up inspections indicated compliance went from 55% to 93% in 2009 as a result of the program's efforts.



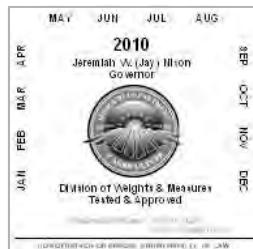
Anhydrous Ammonia Risk Management Program

An Anhydrous Ammonia Risk Management and Safety Inspection grant was received from the Environmental Protection Agency in 2009 allowing the Department of Agriculture to complete all safety inspections and review risk management plans at all regulated facilities. A user check list has also been developed for users as well as facility operators. An anhydrous safety guide is being distributed to each site.

*fuel ~ grocery store scales ~ buyers ~ packaging ~ safety ~ enforcement ~ petroleum ~
airport luggage scales ~ taxi cab meters ~ risk management*

Fuel Quality Program

The Fuel Quality Assurance Program continuously explores a better means for data transfer from the field to the laboratory/office to keep up with ever-changing technology. In 2009, the program completed a 30-day trial with Sprint and Agilis to assess these company's capabilities to develop forms, transfer data and provide the best wireless coverage and support for the fuel quality program.



Enhanced Fuel Quality Inspection Decals—
New decals for all fuel pumps in Missouri were developed in 2009 with introduction beginning January 2010. Displaying the Department of Agriculture logo, consumers will now know the fuel pump has been inspected by official authorities with the Weights & Measures Division.

Petroleum Device & Safety Program

In January 2008, the Petroleum Device & Safety Program implemented a new enforcement policy allowing owners and operators of fuel storage and handling facilities to achieve operational compliance within a reasonable timeframe. That work has continued through 2009 to meet the December 2010 deadline. This measure will require all aboveground storage tank facilities in Missouri to take financial responsibility for environmental clean-up of product releases.



*While you fuel, while
you shop, along for the
ride in the taxi cab and
at check-in at the air-
port, the chief
consumer protection
agency is with you—
Missouri Weights
& Measures*

Missouri Department of Agriculture

Boards & Commissions

Financial Assistance for Ag & Small Businesses

Beginning Farmer Loan

Animal Waste Treatment System
Loan

Single-Purpose Animal Facilities
Loan Guarantee

Missouri Value-Added Grant

Value-Added Loan
Guarantee

New Generation Cooperative Incentive Tax Credit

Agricultural Products Utilization
Contributor Tax Credit

Family Farm Breeding Livestock Tax Credit

Qualified Beef Tax Credit Program

Livestock Feed & Crop Input Loan
Guarantee

Missouri Agricultural & Small Business Development Authority

The Missouri Agricultural and Small Business Development Authority (often referred to as MASBDA) promotes the development of agriculture and small businesses across Missouri and to reduce, control and prevent environmental damage in the state. The Authority provides sources of financing at interest rates that are below conventional rates helping small businesses reach their fullest potential.

In late 2009, the Department of Agriculture and the Missouri Agricultural and Small Business Development Authority proposed an emergency rule in 2009 to change the Single Purpose Animal Loan Guarantee Program to help extend credit Missouri farmers feeling the economic pressures. Loan guarantees totaling \$495,000 in Single-Purpose Animal loans have been approved thus far.

Missouri Agricultural & Small Business Development Authority Board Members 2009

Sherry Jones—Dawn
Kelly Forck—Jefferson City
Steven Martin—Portageville
Roseanne Hays—Monroe City
Gordon Spilker—Hannibal

Brooks Hurst—Tarkio
John Howerton—Chilhowee
Dr. Jon Hagler—Director of Agriculture





State Milk Board

Missouri's State Milk Board administers milk inspection in relation to Grade A milk and milk supplies to assure uniformity of procedures and interpretation of milk inspection regulations. The Grade A or fluid milk inspections are supported by the revenue of inspection fees.

The manufacturing grade dairy program enforces sanitation and quality standards for manufactured dairy products and provides market testing of milk at the first point of sale. Milk procurers, manufacturing plants, field superintendents, testers, graders, samplers, bulk milk trucker operators and market testing laboratories are licensed by the State Milk Board.

State Milk Board Members 2009

Robert Cary—Canton
Randy Mooney—Rogersville
Karen Prescott—Springfield
Bert Malone—Kansas City
Erwin Gadd—Jefferson City
Sigel Owen—St. Louis

Alfred Brandt—Jefferson City
Dr. Linda Hickam—MO Dept. of Agriculture
William Siebenborn—Trenton
Patricia Mahoney—St. Louis
Patrick Shannon—MO Dept. of Health
Greg Helbig—Springfield

Missouri Department of Agriculture

Boards & Commissions



Missouri State Fair

Established in 1899, the Missouri State Fair is noted as one of the oldest in the nation. Carrying on Missouri's agriculture tradition, the State Fair continues to be Missouri's agricultural showcase bringing rural and urban families together to celebrate farming. In 2009, the Missouri State Fair boasted increased attendance with an 8 percent increase over 2008. Nearly 338,000 people attended the 2009 event enjoying cooler than normal temperatures and a renewed commitment to provide families with affordable fun for all.

Entry numbers for livestock and competitive showcases were higher with nearly 30,350 showing with increases in agriculture, beef cattle, goats, poultry, swine and sheep.

The Missouri State Fairgrounds, which cover 396 acres in Sedalia, are open year round providing fa-

cilities for horse and livestock shows, art and crafts festivals, camping, rallies and other events. In 2009, the Missouri State Fair hosted 438 events on the grounds.

After over a century, the Missouri State Fair continues to be the state's largest agricultural and tourism event and plays an important role in shaping Missouri agriculture and educating the public about the importance of agriculture to the state.

During the annual fair each August, visitors not only experience and learn about agriculture, but they also enjoy educational and recreational activities, a carnival midway and musical entertainment.

*family ~ agriculture ~ affordable ~ fun ~
entertainment ~ great food ~ carnival*

Missouri State Fair Board Members 2009

William Blades—Shelbina
Ron Scheiderer—Salisbury
Jerry King—Butler
Barbara Hayden—Sedalia
Jan McElwraith—Kennett

Steve Luecker—New Haven
Ken Keesaman—Osborn
Elizabeth Schlueter—Troy
Dr. Jon Hagler—Director of Agriculture

Missouri Wine & Grape Board

The Missouri Wine & Grape Board is responsible for researching, developing and promoting Missouri grapes, juices and wines. The Board is funded by a tax on all wine sold in Missouri at the rate of 12 cents per gallon. The Board consists of three program sections: enology and viticulture advisory services, research and promotion and marketing. The programs provide professional advice for Missouri grape growers and wine makers, applied research for developing grape varieties and cold hardiness studies and consumer education to increase awareness of Missouri's grapes and 92 wineries. Missouri wineries were awarded 371 medals in 2009.

Missouri Wine & Grape Board Members 2009

Peter Hofherr—St. James
Cory Bomgaars—Rocheport
Jon Held—Hermann
Ken Meyer—Springfield
Katie Nott Gill—Steelville
Marty Strussion—Ste. Genevieve

Chuck Dressel—Augusta
Barbara Gibbs Ostmann—Gerald
Sarah Schmidt—Waverly
Matt Kirby—Higbee
Dr. Jon Hagler — Director of Agriculture



*tourism ~ award
winning wines ~
vineyards ~ grapes
~ wineries ~ local ~
agriculture ~
community*



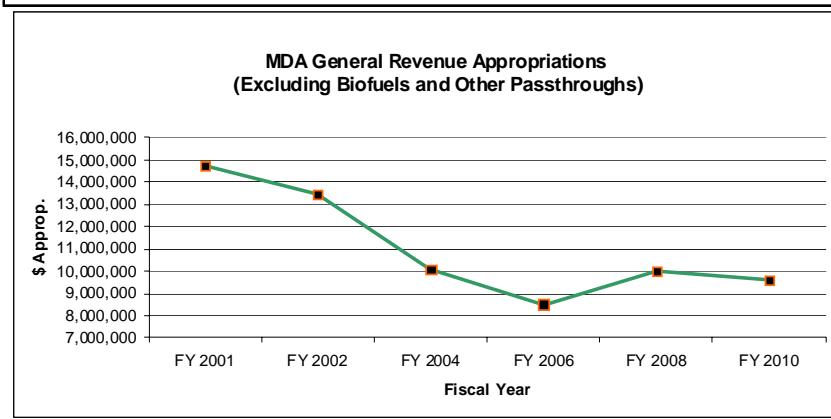
Missouri Department of Agriculture

Budget History

The Department of Agriculture's declining General Revenue budget presents significant ongoing challenges. After peaking at \$14.7 million in Fiscal Year 2001, General Revenue appropriations have declined steadily and provided only \$9.6 million in Fiscal Year 2010 for Department operations.

Lack of additional financial resources may severely limit the Department's ability to build economic opportunity, prevent the spread of animal and plant disease, uphold marketplace integrity and ensure consumer protection.

	FY 2001	FY 2002	FY 2004	FY 2006	FY 2008	FY 2010	% Change FY 01 - FY 10
Total GR \$	14,715,758	13,440,768	10,100,474	8,516,699	9,985,355	9,587,562	-35%
Total GR FTE	275.65	280.70	238.04	195.49	193.81	189.94	-31%



Adjusting for inflation, the value of the Fiscal Year 2001 General Revenue appropriation was \$18.4 million, which translates into a real General Revenue decline of 48 percent through Fiscal Year 2010.

This dramatic decline in General Revenue funding is exacerbated by the following circumstances:

Additional Responsibilities

New programs have been started during this time period and already existing programs have been given additional duties. For example:

- In Fiscal Year 2010, the State Meat Inspection Program was funded beginning with expenditures expected to total \$899,580. By providing meat inspection services to small meat and poultry processors throughout the state, livestock producers and meat processors add value, capture additional profits and stimulate local economies.
- The Animal Care Program's responsibilities have grown dramatically in recent years with licensed facilities increasing from 1,797 in 1998 to 3,106 by the end of 2009 (a 73 percent increase). Although fee funding has increased with the increased number of licensees, funding has not kept pace with the increased demand for services. The current workload for the program's 13 field inspectors is **239 facilities per inspector**.

Loss of Highly Skilled Staff

Shortage of Veterinarians—A shortage of veterinarians has been a growing problem for Missouri and the nation, particularly veterinarians involved in animal health with training in public health. Approximately 61 percent of human infectious diseases involve animals and 75 percent of emerging diseases are transferable from animal to man (according to the U.S. Animal Health Association.) This fact alone demonstrates the vital importance of maintaining well trained and experienced veterinarians. At one time, the Missouri Department of Agriculture employed 12 veterinarians. Currently the Department has half that number where almost all are at or nearing retirement. With one of the most senior and experienced staffs in the country, it is critically important to hire and begin to train newer veterinarians while we can take advantage of this foundation of experience.

Decline in Grain Field Auditors—Missouri producers annually harvest up to 650 million bushels of grain valued at more than \$3.7 billion, making grain production one of the state's top industries. The Grain Regulatory Services Program licenses, bonds and audits grain warehouses and grain dealers to ensure financially sound grain markets for Missouri's farmers to store and merchandise their grain. However, the number of Grain Regulatory Services field **auditors has declined 31 percent from 2000 to 2010**. Although the program has used automation and innovation to increase the efficiency of its auditors, the 2009 grain insolvencies totaling over \$30 million in losses to grain producers demonstrate the importance of an effective grain dealer and warehouse program.

One-time E&E Expenditures

Recent General Revenue appropriations have included significant funding for equipment replacement that does not carry forward but is eliminated after the equipment is purchased. For example, in 2008, the Department's appropriation included \$286,563 General Revenue for two large scale trucks. Although this equipment is critical to the Department's operation, it is important to note the one-time nature of these appropriations.

Missouri Department of Agriculture

Legislative & Public Outreach

Legislative Outreach

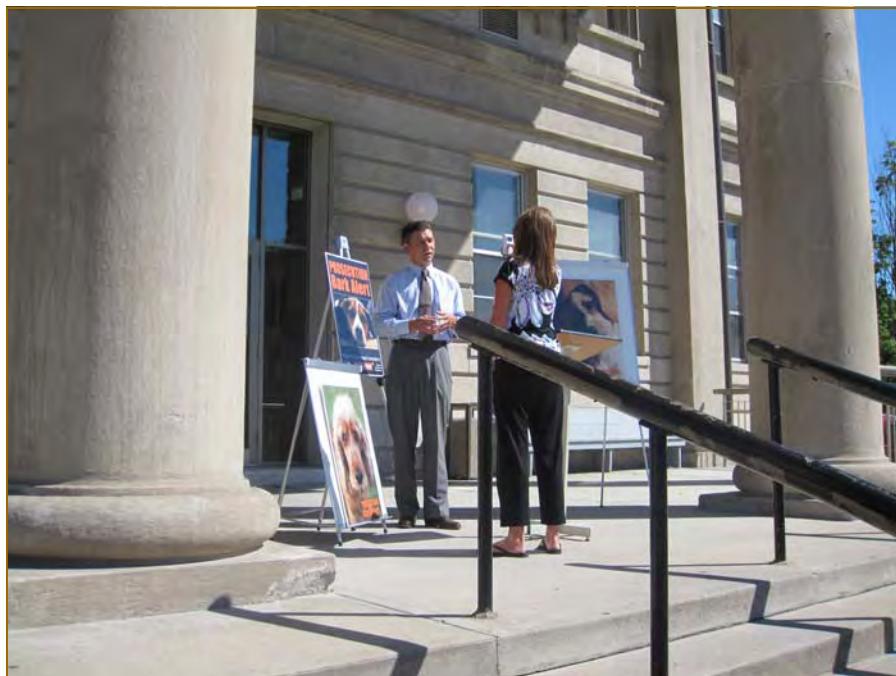
In 2009, the Missouri Department of Agriculture tracked a variety of agriculture-related bills from tax credits for dairy farmers to grain bonding. The Department of Agriculture successfully informed the legislation on costly or unworkable amendments and bills as well as a provided expert testimony as requested.

In addition, the Department of Agriculture provided information and help in constituent issues for the General Assembly on a wide variety of agriculture topics providing information on financial aid to misinformation on multi-million dollar grain insolvencies.

The Department of Agriculture took 108 calls from Missouri legislators seeking information or to learn more about agriculture.

Sunshine Requests

In 2009, the Department of Agriculture responded to 94 Sunshine Law requests on topics ranging from animal health to weights and measure inspection reports. It is the policy of the Department of Agriculture to remain transparent and provide information to those requesting.



Media Outreach

With an increased emphasis on reaching out to Missouri's agriculture and mainstream media outlets, in 2009, Director of Agriculture Dr. Jon Hagler completed 195 interviews with media and reporters, participated in 14 Department-held press conferences and addressed media on eight agriculture/agribusiness tours across Missouri.

In addition to reaching out to the media, the Department of Agriculture re-energized the social media efforts and developed an agricultural blog titled *Think Outside the Barn* to encourage conversation among the agriculture community and consumers. With over 7,000 visitors reading the 65 posts on the blog since July 2009, these efforts are engaging even more consumers on what farmers bring to their everyday lives. In addition to the blogging efforts, the Department of Agriculture joined Twitter in July 2009 and has 217 Followers.

Media Interviews in 2009

American Daily Farm	KCTV	News Talk 1240
Associated Press	KOLR 10	Northwest Missourian
Big Country 99	KMIZ	Ozark Farm and Neighbor
Brownfield Network	KMOX Radio	Reuters
Cattlemen's Advocate	KOLR 10 News	River Front Times
Channel 5 St. Louis	KOMU	Sauce Magazine
Citizens Observer	KRES	Southeast Missourian
Columbia Missourian	KSPR	Springfield News-Leader
Columbia Daily Tribune	KOMU	Springfield Business Journal
Consumer Affairs	KTRS	St. Joseph News Press
Daily Republic	KTTN Radio	St. Louis Beacon
Farm Journal	KWMU	St. Louis Post-Dispatch
Fox 4 Kansas City	KY 3	St. Louis Public Radio
Fox News (national)	Metro Network's News	The Daily Iowan
Fox News Chicago	Missouri Digital News	United Animal Nations
Hannibal TV	Missouri Farmer Today	Vandalia Leader
Joplin Globe	Missouri Life	Vet Practice News
Kansas City Channel 9	Missouri Ruralist	West Plains Daily Quill
Kansas City Star	Missouri Soybean Association	WTAD
KBIA Radio	MissouriNet	Vox Magazine
	National Geographic	
	National Stats	
	NBC – Kansas City	

Missouri Department of Agriculture

Director of Ag's Meetings

Director of Agriculture Dr. Jon Hagler logged many hours meeting with top leaders in business and the agriculture industry in 2009. Meetings included:

- Adult Ag Leaders
- ALOT
- Animal Alliance Group – Johnston & Associates, Inc.
- Association of Missouri Electric Cooperatives
- Australian Consul General
- Bayer CropScience
- Bayer HealthCare, Animal Health
- Beef Advisory Board
- Central Bank
- Circle A Ranch
- Court Appointed Special Advocates
- Dairy Farmers of America
- Feral Hog Task Force
- Flotron & McIntosh, LLC
- Gallagher Consultants, LLC
- Grasslands
- Green Acres
- HighQuest Partners, LLC
- Homeland Security Advisory Council
- Hughes Group, Inc.
- Humane Society of Missouri
- Innovator, Inc.
- Jefferson Farms & Gardens
- Kingsville Livestock Auction
- Lifeline Foods
- Lincoln University
- Livestock & Farm Protection Task Force
- Livestock Market Association
- “Meat the Need” Working Group
- MFA, Inc.
- Midland Oil
- Midwest China Hub Commission
- Midwest Dairy Association
- Missouri Agribusiness Association
- Missouri Agricultural and Small Business Development Authority
- Missouri Association of Trial Attorneys
- Missouri Beef Industry Council
- Missouri’s Best Beef, Inc.
- Missouri Biotechnology Association
- Missouri Cattlemen’s Association
- Missouri Corn Growers Association
- Missouri Dairy Association
- Missouri Dairy Growth Council
- Missouri Development Finance Board
- Missouri Enterprise
- Missouri Equine Council
- Missouri Farm Bureau
- Missouri Farmers Union
- Missouri Forest Products Association
- Missouri Pet Breeders Association
- Missouri Petroleum Marketers & Convenience Store Association
- Missouri Pork Association
- Missouri Poultry Federation
- Missouri Propane Gas Commission
- Missouri Rural Crisis Center
- Missouri Soybean Association
- Missouri State Fair Commission
- Missouri State Humane Association
- Monthly USDA calls with U.S. Deputy Secretary Kathleen Merrigan
- Missouri Veterinary Medical Association
- National Association of State Departments of Agriculture (NASDA)

- North Pacific Lumber
- Old North St. Louis Restoration Group
- Osborn & Barr
- Prairie Pride
- Proclamation Ceremonies
- Professional Pet Association
- Public Service Recognition Week
- Russian Consul General
- SCOPE -Science & Citizens Organized for Purpose and Exploration
- Show-Me Electric Cooperative
- Soil and Water Districts Commission
- Spectrum Consulting Group
- State Milk Board
- St. Louis AgriBusiness Club
- Stray Rescue of St. Louis
- Taipei Economic & Cultural Development Office
- TransCanada Pipeline
- University of Missouri – College of Agriculture, Food and Natural Resources

- University of Missouri – College of Vet Medicine
- University of Missouri – Extension
- USDA - National Agricultural Statistics Service
- Walter, Bender, Strohbehn, Vaughn, P.C.
- Wine and Grape Board
- World Agricultural Forum
- Youth in Agriculture Committee



Missouri Department of Agriculture

Director of Ag's Events

- Missouri Agritourism Conference - January 6 - Lake Ozark
- Missouri Aquaculture Association Annual Meeting - January 22 - Jefferson City
- Missouri Optometric Association Legislative Conference - January 26 - Jefferson City
- Missouri Farmers Union 10th Annual Convention - January 30 - Ste. Genevieve
- Missouri Young Farmer/Young Farm Wives State Convention - February 8 - Jefferson City
- Missouri Corn Growers Association Annual Meeting - February 17 - Jefferson City
- ALOT Class - February 25 - Jefferson City
- Missouri Pet Breeders Association 19th Annual Seminar - February 27 - Springfield
- Chillicothe Chamber Breakfast - March 6 - Chillicothe
- Missouri Agriculture Outlook Conference University of Missouri, Food & Agriculture Policy Research Institute - March 11 - Jefferson City
- Missouri Beef Industry Council Meeting - March 12 - Columbia
- 23rd Annual KMMO Agriculture Day Celebration - March 19 - Marshall
- St. James Chamber Dinner - March 13 - St. James
- Livestock Grading & Judging Contest - March 14 - Columbia
- Ag Appreciation Banquet - March 17 - Booneville
- Missouri Cattlemen's Association Quarterly Meeting - March 19 - Columbia
- Washington DC with Governor Jay Nixon - March 23
- Tour of Premium Standard Farms - March 27 - Princeton
- Fox School Political Club Officers - March 31 - Jefferson City
- YMCA - Youth in Government - April 2 - Jefferson City
- Missouri Local Food Summit - April 6 - Jefferson City
- Mid-Missouri Ag Business Club Luncheon - April 7 - Jefferson City
- UCM Collegiate Farm Bureau - 5th Annual Farm Forum - April 9 - Warrensburg
- Operation Bark Alert Press Conference - April 9 - St. Louis
- 81st Missouri FFA Convention - April 16 - Columbia
- Missouri Electric Cooperative Fish Fry - April 22
- Media Appreciation Day - April 30 - Jefferson City
- Tracy's K&J Kennels - May 1
- Webb City Farmers' Market - 2009 Farmers' Market of the Year - May 1 - Webb City



- Missouri Farm Bureau State Resolutions Committee - June 15 - Jefferson City
- 2009 National Farm Business Management Conference - June 17 - St. Louis
- Shatto Farms - June 19 - Osborn
- Sundance Seed – Value-Added Grant Check Presentation - June 22 - Leeton
- Show Me Energy Cooperative – Value-Added Grant Check Presentation - June 22 - Centerview
- Joplin Regional Stockyards – June 22
- Tour of Monsanto Research Facilities – June 24
- National Take Your Dog to Work Day – June 26 - Jefferson City
- Missouri Department of Agriculture Golf Tournament – June 27 –Holts Summit
- Operation Bark Alert Press Conference – June 29 – Hannibal, Cape Girardeau, Columbia
- Operation Bark Alert Press Conference – June 30 – St. Joseph, Kansas City, Carthage, Springfield
- Tour of Long Meadow Ranch - July 6 - Union
- Garden Kickoff Event - July 10 - Jefferson City
- 2009 National Brown Swiss Convention – July 9 - Springfield
- Gieseke Grain Press Conference - July 20
- 2009 Governor's Summit on Food Safety - July 21 - Jefferson City
- Lunch & Learn: Thiel Farms - July 23
- Tour of Mid Missouri Energy - July 23 - Marshall
- MO-AG Summer Meeting - July 23 - Lake Ozark
- Tour of College of Veterinary Medicine - July 31
- Young Farmers Agricultural Tour - August 3 - Alma
- Missouri Wine Industry Picnic & Governor's Cup Awards - August 5 - Rocheport
- Gieseke Grain Hearing - August 7
- Governor's State Fair Press Conference - August 11 - Jefferson City
- 2009 Missouri State Fair Opening Ceremony - August 13 - Sedalia
- 2009 Missouri State Fair Farm Family Day - August 17 - Sedalia
- Missouri State Fair Wine Reception - August 19 - Sedalia
- Missouri State Fair Ham Breakfast - August 20 - Sedalia
- Livestock & Farm Protection Task Force Press Conference - August 20 - Sedalia
- Sale of Champions - August 22 - Sedalia
- 48th Annual Delta Center Field Day & Appreciation Breakfast - September 2 - Portageville
- 2009 Missouri Fox Trotting Horse Breed Association Annual Show and Celebration - September 10 - Ava
- National Association of State Departments of Agriculture - September - Montgomery, AL
- Russian Consul General - September 23
- Lunch & Learn: Gunter Farms & Pumpkin Patch - September 25 - Conway
- Pork Month Luncheon – October 8
- Tour of Missouri State Experiment Station – October 13 - Mountain Grove

Missouri Department of Agriculture

Director of Ag's Events cont.



- **Mountain Grove Chamber** - October 13 - Ozarks Family YMCA, Mountain Grove
- **Southeast Agricultural Tourism Conference** - October 13 – Cape Girardeau
- **Cole County Farm Bureau Annual Meeting** - October 15 - Farm Bureau Building, Jefferson City
- **Tour Missouri Northern Pecans** – October 23 - Nevada
- **Tour Prairie Pride Biodiesel** – October 23 - Deerfield
- **St. Louis Pet Expo** – October 24 - St. Charles Convention Center, St. Charles
- **9th International Plant Molecular Biology (IPMB) Congress** – October 26 - America's Center, St. Louis
- **Skills to Compete Tour & Roundtable** – October 26 - St. Louis Community College, Florissant Valley
- **Pizza and Politics with the Holden Public Policy Forum** – October 28 - Webster University, St. Louis
- **Thousand Cankers of Black Walnut National Conference** – November 3 - Doubletree Hotel St. Louis at Westport, St. Louis
- **Tour of Danforth Plant Science Center** – November 3 – St. Louis
- **New Madrid County Port Authority Open House** – November 5 - St. Jude Industrial Park – Crop Production Services Facility, Marston
- **Missouri Department of Agriculture Holiday Luncheon and Service Awards** – November 5 – Jefferson City
- **The State of Missouri Environmental Panel** – November 7 - William Woods University, Fulton
- **Farm City Banquet** – November 9 - Northwest Missouri State University, Maryville
- **Meet & Greet with Worth County Officials and General Public** – November 10 - Worth County Grant City Courthouse
- **Tour Andrews Wool Shop** – November 10 - Grant City
- **Barn & Farm Tour** – November 10 - Worth City
- **Tour of Jefferson Farm & Gardens** – November 12 - Columbia



- **Saline County Century Celebration** – November 12 - Saline County Courthouse, Marshall
- **ALOT Annual Meeting/Dinner** – November 19 – Courtyard by Marriott, Columbia
- **Thank a Farmer Press Conference** – November 25 – Forck Farm, Jefferson City
- **Bioenergy Conference** – December 4 – Truman State University, Kirksville
- **MO Livestock Symposium** – December 4 – Kirksville Middle School, Kirksville
- **Horse Panel: Today's Horse Industry and It's Effect on Horse Owners Big and Small** (MO Livestock Symposium) – December 5 – Kirksville Middle School, Kirksville
- **Missouri Farm Bureau Ag-Leaders Luncheon** – December 7 - Tan-Tar-A Resort, Osage Beach
- **Missouri Cattlemen's Association Annual Meeting** – December 11 – University Plaza Hotel, Springfield
- **Three Rivers Community College Fall Commencement** – December 11 – Bess Activity Center, Poplar Bluff
- **Missouri Department of Agriculture/USDA Workshop** – December 16 - Lincoln University – Carver Farms, Jefferson City



Quotes in 2009

...The rescue today is yet but another reason why we must remain vigilant in cracking down on unlicensed dog breeders in this state...Missouri beef cattle continue to be the best in the country... Every day a call or a letter comes to my desk from another Missouri farm family running the risk of losing everything they have...There is a small window of opportunity of favorable weather and we want to ensure Missouri farmers can take full advantage of it...Tomorrow millions of American families will sit down for Thanksgiving to share a meal together in laughter and fellowship... We must row in the same direction... The future of Missouri agriculture relies on our ability to think outside the barn and envision new opportunities particularly through innovation and technology...



We all have a stake in preserving agricultural production in Missouri...Missouri's agricultural industry continues to be the lynchpin of our economy and we must do everything we can to protect it...We will continue to work with folks in the agricultural industry in Missouri and across the U.S. to find common sense approaches to help all sectors of agriculture... Missouri has many innovative specialty crop growers dedicated to education, good management practices and seeking new ways to increase the sustainability of the industry...

“Let Common Sense Be Our Guide.”

— Missouri Department of Agriculture



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